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The **AUTO BODY** Monthly

from

**D&R** AUTO PAINT AND SUPPLY

1607 Avenue I  
Council Bluffs, IA 51501  
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Volume 11, Issue 1

November 2006

## 10 Best Mix Room Practices

Some painters have nothing but color match trouble. Others rarely have trouble. How can this be when both technicians are painting similar vehicles with the exact same product? One reason is the mix room. Poor mix room practices will doom a painter from the start. Below are the top ten mix room practices. By following these practices, you will at least start the color match process correctly.

1. The initial daily agitation should be for 30 minutes. This should be repeated at least 3 times per day for 15 minute intervals. Note: Don't set the mix machine timer for 30 minutes and start mixing in 10. Wait until the machine has shut off before mixing.
2. Keep the agitator lids clean. If too much air is exposed to the toner, solvent can be lost. This will increase the strength of the toner and compromise color match.
3. Store replacement toners upside down. This will allow easier mixing when an agitator lid is installed.
4. New toners should be shaken for 30 minutes before placing on the mixing bank. Pouring a new toner that is not properly mixed will compromise that entire can in each and every mix it is used in.
5. Make sure the lids are all turning properly. Inspect each agitator every time you run the machine.
6. Do not store mixed paint without a lid. Solvent will evaporate and compromise color match.
7. When reducing color, do not use measuring sticks with tapered mixing cups. Your reduction ration can be off by as much as 20%. Remember, over reduced color will usually be lighter and have more flop than with proper reduction.

Continued on next column...

8. Reduce all color, clear, primer, and sealer on the scale with volume formulation. You may not believe how well your product will consistently perform with exact reduction and catalization. Volume not weight example: With a one to one mix ratio product, do not add 50 parts of each. This is a weight measurement. Products do not weight the same. Consult your supplying distributor for a product volume breakdown.
9. When tinting, always try to stay with the toners in the original formula. Using too many colors outside the formula will result in greater side to side flop.
10. Keep your scale and computer equipment clean and in good working order. If your equipment isn't working properly, your doomed from the start.

## Insurance Agent Newsletter

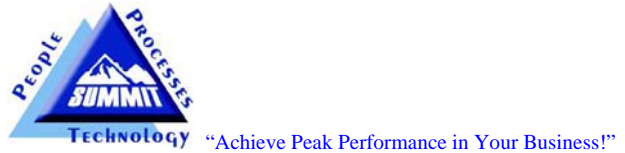
In October, the Omaha / Council Bluffs Certified First group of Auto Body Shops released its first monthly Insurance Agent Newsletter. This is an email product that goes to 287 recipients. Shops are listed in the same way as at [www.omahacertifiedfirst.com](http://www.omahacertifiedfirst.com). From there, agents can click on any shop to see a profile, get a map, go to their web site, or send an email to a participating shop. Through individual password protected sites, shops can not only see how many agents clicked on their profile, but will know the name of the agent that did.

Beginning in January, a interactive trivia game will be in each newsletter. Agents guessing the correct answers will be instructed to go to participating shops to receive a gift. This will give shops the opportunity to meet agents and give shop tours.

The goal of this tool is to increase the exposure of the Certified First group of shops to the agents more efficiently using electronic means coupled with individual shop visits.

### Words To Live By:

**“A fight is not truly won if the defeated opponent has not been turned into a friend.”**



## Summit Meeting Invite

O Dear Collision Industry Professional,

You have been invited by D&R Auto Paint to a 90 minute educational session to learn how you can **Achieve Peak Performance** in your collision repair facility by implementing Summit Software into your company.

We all know collision repairers are being asked to perform more and more administrative processes to process claims and repairs, reduce cycle times, and increase customer satisfaction! We also know that digital technologies are one of the keys to helping repairers operate their businesses **Better, Faster, and More Profitably!**

By attending this exciting session you will learn how **Summit Software** will help you...

- Increase Sales and Cash Flow
- Reduce Cycle Time
- Reduce Administrative Costs
- Reduce Data Entry
- Reduce Telephone Calls
- Improve Control
- Reduce Paperwork, Filing, and Filing Cabinets
- Improve Internal and External Communications
- Improve Office Productivity
- Improve Shop Productivity
- Improve Quality
- Improve Customer Satisfaction
- Improve Insurance and Dealership Relationships
- Much...Much...More....

**WHERE:** D&R Auto paint and Supply  
Training Center

**WHEN:** Thursday, November 9<sup>th</sup>  
Starts at 6:00

**COST: FREE**

If you plan to attend please complete the information below and fax it back to D&R Auto Paint at # 537-9010

**SHOP NAME:** \_\_\_\_\_

**# OF ATTENDEES:** \_\_\_\_\_

**CONTACT:** \_\_\_\_\_

**PHONE #:** \_\_\_\_\_

Thank you,

John Pankau  
Regional Sales Director  
Summit Software Solutions, Inc.